15 MINUTE PRESENTATION – HR NETWORK MEETING 10/28/03

1. OPENING

- a. Joke Man doesn't want to go to training in morning.
- b. Objectives for 15 minute session
 - i. Not to bore you
 - ii. To <u>inform</u> you about the PDC without just telling you stuff you could read in our marketing handouts
 - iii. To entice you to come to training

2. WHAT SETS OUR TRAINING APART?

- a. It's an experience, not just a session
- b. It's <u>participatory</u> and <u>interactive</u> students are not just spectators
- c. It utilizes adult learning theory and accelerated learning techniques.
- d. It covers all 4 different <u>learning styles</u>
- e. It's fun

3. WHAT ARE THE LEARNING STYLES?

- a. <u>S Somatic</u>/ the Kinesthetic learner People who learn by DOING.
 - i. Examples toys on the table, the leadership continuum, who's the leader, stand up and be counted
 - 1. THE MIND DON'T GROOVE IF THE BODY DON'T MOVE

(have group participate in generational version of SABC).

- **b. A Auditory** People who learn by *LISTENING*.
 - i. Lecturettes, not lectures after 8 minutes of lecture the mind drifts off into fantasy
 - 1. PEOPLE ARE CHILDREN WITH BIG BODIES
 - ii. Interactive, not an information dump
- c. <u>V- Visual</u> People who learn by <u>WATCHING</u>.
 - i. Videos, video vignettes, demonstrations, modeling
- d. <u>I- Intellectual</u>- People who learn by <u>DISCUSSING AND APPLYING</u>
 - i. LEARNING IS CREATION, NOT CONSUMPTION
 - **ii.** Example: Turn to your neighbor and tell him or her why you are just dying to come to one of our training sessions

4. CLOSE – LEARNING HASN'T HAPPENED UNTIL BEHAVIOR HAS

CHANGED – Make a behavior change for the better and come and see!